

Message Text

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PAGE 01 BERN 00832 241106Z

43

ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 DODE-00 CIAE-00 INR-07

NSAE-00 PM-03 TRSE-00 MC-02 OMB-01 /033 W

----- 019963

R 240952Z FEB 75

FM AMEMBASSY BERN

TO SECSTATE WASHDC 302

INFO AMEMBASSY VIENNA

AMCONSUL ZURICH

C O N F I D E N T I A L BERN 0832

E.O. 11652: GDS

TAGS: BEXP, SZ, MASS, ETRD

SUBJECT: SALE TO SWITZERLAND OF F-5E AIRCRAFT

REF: A) STATE 38623; B) BERN 776

1. EMBASSY HAS NOTED WILLINGNESS OVERSEAS PRODUCT SALES GROUP, USDOC, BE OF ASSISTANCE IN CONNECTION PROPOSED SWISS PURCHASE OF F-5E AIRCRAFT. WE DO NOT FEEL ANY SUCH ASSISTANCE IS APPROPRIATE OR DESIRABLE AT THIS TIME BUT MAY WANT TO MAKE SOME RECOMMENDATIONS AT A LATER DATE.

2. WE DOUBT VERY MUCH THAT SWISS ARMAMENTS AGENCY (GRD) HAS AT THIS POINT ANY CLEAR IDEA OF WHAT IS DESIRED IN TERMS OF TRANSACTIONS WHICH MIGHT IN SOME WAY BE RELATED TO PURCHASE OF AIRCRAFT. THERE IS ALSO, OF COURSE, LIKELIHOOD THAT WHEN AND IF ANY SO-CALLED "OFFSET" FIGURE DEVELOPED IT WILL FOR NEGOTIATING REASONS BE ON HIGH SIDE. IT THUS SEEMS TO BE IN OUR INTEREST NOT TO APPEAR UNDULY EAGER TO SATISFY EVERY REAL OR IMAGINED SWISS REQUEST.

3. AS NOTED REFTTEL B, WE MAY GET CLEARER UNDERSTANDING OF MATTER DURING WEEK OF MARCH 3 WHEN LETTER OF OFFER TEAM VISITS BERN, AND ANTICIPATE THAT WE WILL BE
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ABLE TO REPORT FURTHER PRIOR GROSSENBACHER VISIT WASHINGTON

WEEK OF MARCH 17.

4. EMBASSY CONTINUING FOLLOW F-5E SITUATION CLOSELY
BUT WE STRONGLY BELIEVE OUR POSTURE AT THIS POINT
SHOULD BE TO ACHIEVE CLEAN SALE OF ENTIRE AIRCRAFT
PACKAGE, WITHOUT INDUSTRIAL PRODUCTION COMPONENT OR
ANY SORT OF PURCHASE GIMMICKS. WE MAY BE FORCED IN
THIS DIRECTION. HOWEVER, AS WE HAVE NOTED PREVIOUSLY
SWISS ARE VERY MUCH CONCERNED ABOUT THE COST OF THE
AIRCRAFT AND RECOGNIZE THAT PRODUCTION INVOLVEMENT
BY SWISS FIRMS WILL NECESSARILY UP PURCHASE PRICE.
DAVIS

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Message Attributes

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Margaret P. Grafeld
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